

Message Text

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17

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FM AMEMBASSY KUWAIT

TO USDOC WASHDC

AMEMBASSY TEHRAN

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E.O. 11652: NA

TAGS: BEXP, ETEL, KU

SUBJ: US EFFORTS TO WIN POLICE SECURE COMMUNICATIONS NET TENDER

REF: A. KUWAIT 0895 B. KUWAIT 1012

BEGIN UNCLASSIFIED

1. REFTELS REPORTED ON TENDER ISSUED BY KUWAIT MINISTRY OF INTERIOR FOR SUPPLY OF A POLICE SECURE COMMO NET AND REQUEST BY CANAR TRADING CO., A LOCAL COMPANY ADJUDGED BY US TO BE AN EXCELLENT AGENT FOR THIS PARTICULAR TENDER, FOR ASSISTANCE IN ACQUIRING REPRESENTATION RIGHT FOR A US FIRM IN CONNECTION WITH TENDER. IN RESPONSE TO OUR MESSAGES, COMMERCE SUPPLIED US WITH NAMES US COMPANIES BELIEVED QUALIFIED HANDLE THE WORK. ONLY ONE OF COMPANIES PROVIDED RESPONDED POSITIVELY, E. SYSTEMS, WHOSE TEHRAN BASED MIDDLE EAST REP, RALPH POWELL, CAME TO KUWAIT. POWELL AGREED WORK WITH CANAR BUT THROUGH E SYSTEMS SUBSIDIARY TAI WHICH LOCATED IN FALLS CHURCH, VA., TEL 703-573-8686. UPON STUDING TENDER DOCUMENTS TAI CONCLUDED THEY INCAPABLE UNDERTAKING PROJECT BY ITSELF AND NEED JOIN WITH ANOTHER COMPANY-- PRESUMABLY AN EQUIPMENT SUPPLIER. POWELL, WHO WAS PART OF COMMERCE SPONSORED COMMUNICATIONS TRADE MISSION IN MAY 1974, SUGGESTED SINGER PRODUCTS WHICH WAS ALSO ON TRADE MISSION AND WAS KNOWN HAVE SENT A REP TO KUWAIT TO INVESTIGATE PROJECT THIS SPRING. TO DATE, CANAR HAS RECEIVED LITTLE INDICATION OF TAI INTENTIONS. MEANWHILE, SEVERAL OTHER COMPANIES WHICH

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MAY BE IN A POSITION TO COOPERATE WITH E SYSTEMS HAVE MET WITH

EMBASSY PERSONNEL AND CANAR ABOUT PROJECT INCLUDING HARRIS
RF WHICH ALREADY HAS A LOCAL AGENT, AND WRG CORP. OF SEATTLE
WHICH OS UNREPRESENTED.

2. REQUEST COMMERCE AND TEHRAN CONTACT TAI REPS AND ATTEMPT
TO LEARN WHAT, IF ANTHING, THAY HAVE DONE CONCERNING LINING UP
CONSORTIUM CAPABLE HANDLING THIS \$5 MILLION TENDER WHICH HAS
GREAT POTENTIAL FOR FOLLOW-ON WORK. IF NOTHING DONE, WOULD
WELCOME ACTION ADDRESSES ASSESSMENT OF WHETHER TAI TRULY SERIOUS
ABOUT FOING AFTER THIS WORK. IF ASSESSMENT NEGATIVE, REQUEST
COMMERCE PROVIDE US NAMES OF ADDITIONAL COMPANIES CAPABLE
UNDERTAKING PROJECT OUTLINES REF A. END UNCLASSIFIED

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3. COMMENT: E SYSTEMS IS ALREADY ACQUIRING LOCAL REPUTATION FOR
UNRELIABILITY HERE BECAUSE IT TENDS TO EXAGGERATE ITS WILLING-
NESS AND CAPABILITY TO DELIVER ON VARIOUS TYPES OF WORK. IF
E SYSTEMS IS NOT LIKELY TO BID THEY OWN CANAR OPPORTUNITY TO
HOOP ON WITH ANOTHER US FIRM BEFORE SEPT 1 DEADLINE LOOMS ANY
CLOSER. IN ANY CASE, WE HAVE REASON BELIEVE SEVERAL OTHER
US FIRMS MAY BID ON THIS CONTRACT.
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MAU

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